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VINCENT T. EARLY (1922 - 2001) JOSEPH J. BURGIE (1926 - 1992)

February 27, 2003

Executive Secretary Tennessee Regulatory Authority 460 James Robertson Parkway Nashville, TN 37243

Re:

NUI Telecom. Inc. Docket No. 03-00066

Dear Sir:

In accordance with the request of staff member, Patsy Fulton, enclosed herewith for filing with the Regulatory Authority, please find an original and thirteen (13) copies of the above captioned corporation's responses to request as follows:

- Attachment 1 Application statement number 6 has been revised to correct the reference cited in the last sentence to Chapter 1220-4-8-.04 (3) (b) and (c);
- Attachment 2 The same reference was inadvertently made in the Pre-filed Testimony. A corrected page is also attached; and

Attachment 3 Revised biography page.

In addition, enclosed is a duplicate copy of this filing. Please date-stamp the duplicate and return it to me in the enclosed stamped, self-addressed envelope.

Should you have any questions concerning this filing, please contact me.

Very truffy yours,

EARLY LENNON, CROCKER & BARTOSIEWICZ, P.L.C.

Patrick D. Crocker PDC/pas

Attachment 1

Revised Application Page

C. <u>Technical Qualifications</u>:

NUI services will satisfy the minimum standards established by the TRA. The Company will file and maintain tariffs in the manner prescribed by the TRA and will meet minimum basic local standards, including quality of service and billing standards required of all LEC'S regulated by the TRA. Applicant does not have any special CPE (Customer Premise Equipment requirements which would not be compatible with the Incumbent Local Exchange Carrier's systems. As noted in the biographies **Exhibit E** of the principal officers, the officers have several years of telecommunications expertise. Thus, NUI is certainly technically qualified to provide local exchange service in Tennessee.

5. <u>Proposed Service Area:</u>

NUI is authorized to provide telecommunications services in Alabama, Arizona, Arkansas, California, Colorado, Connecticut, Delaware, District of Columbia, Florida, Georgia, Hawaii, Idaho, Illinois, Indiana, Iowa, Kansas, Kentucky, Louisiana, Maine, Maryland, Massachusetts, Michigan, Minnesota, Missouri, Mississipi, Montana, Nebraska, Nevada, New Hampshire, New Jersey, New Mexico, New York, North Carolina, North Dakota, Ohio, Oklahoma, Oregon, Pennsylvania, Rhode Island, South Carolina, South Dakota, Tennessee, Texas, Utah, Vermont, Virginia, Washington, West Virginia, Wisconsin, and Wyoming.

The applicant proposes to offer its services throughout the State of Tennessee as a reseller and facilities-based carrier in the areas that are currently being served by BellSouth and Sprint/United, which are designated open to competition. NUI intends to offer this broad range of telecommunications services through the use of facilities-based and resold services. The company intends to provide service using the unbundled network element ("UNE-P") platform.

6. Types of Local Exchange Service to be provided:

NUI expects to offer a broad variety of local exchange services, to business and residential customers in Tennessee. NUI's initial line of local services will be comparable to that currently offered by the incumbent LECS. Initially NUI plans to offer basic access line service, Optional Calling Features, Directory Assistance, Directory Services, and Operator Services, as well as all services required under Chapter 1220-4-8-.04 (3) (b) and (c).

7. Repair and Maintenance:

NUI understands the importance of effective customer service for local service customers. NUI has made arrangements for its customers to call the company at its toll- free customer service number 1-800-768-2852. In addition, customers may contact the company in writing at the headquarters address at NUI Telecom, Inc., 550 Route 202-206, Bedminster, NJ 07921. The toll free number will be printed on the customer's monthly billing statements. The Tennessee contact person knowledgeable about providers operations is Richard Boudria reference (1.) above.

Attachment 2

Revised Testimony Page

- Q: Are all statements in NUI Telecom, Inc.'s Application true and correct to the best of your knowledge, information and belief?
- A: Yes, to the best of my knowledge, information and belief all statements in NUI Telecom, Inc.'s Application are true and correct.
- Q: Please describe the current corporate structure of NUI Telecom, Inc.
- A: NUI, formerly ITG is a corporation organized under the laws of the State of New Jersey on April 14, 1994.
- Q: Does NUI Telecom, Inc. possess the requisite managerial, financial, and technical abilities to provide the services for which it has applied for authority?
- A: Yes, NUI possesses the requisite managerial, financial, and technical abilities to provide the services for which it has applied for authority.
- Q: Please describe NUI Telecom, Inc.'s financial qualifications.
- A: As evidence of NUI's financial qualifications and resources to offer telecommunications services in Tennessee we submit financial information in Exhibit F.
- Q: Please describe NUI Telecom, Inc.'s managerial and technical qualifications.
- A: The senior management of NUI have great depth in the telecommunications industry and offer extensive technical and managerial expertise to NUI pertaining to the telecommunications business. In evidence of managerial and technical qualifications we submit Exhibit E which includes the biographies of NUI's key officers and personnel.
- Q: What services will NUI Telecom, Inc. offer?
- A: NUI's initial line of local services will be comparable to that currently offered by the incumbent LECs. Initially, NUI plans to offer basic access line service, Optional Calling Features, Directory Assistance, Directory Services, and Operator Services, as well as all services required under Chapter 1220-4-8-.04 (3) (b) and (c).

Attachment 3

Revised Biography Page

Management Team

Richard Boudria Chairman/CEO

Following his service as a Captain in the U.S. Marine Corps., Mr. Boudria received his MBA from the University of Maryland in 1973. Since that time he has held corporate positions in finance, marketing and strategic planning with Merrill Lynch, Xerox and GTE respectively.

He then went on to provide telecommunications consulting services to such companies as IBM, Morgan Stanley and Chase, prior to founding International Telephone Group (ITG), in 1994.

Upon building ITG into a sizable and profitable telecom provider, he sold the company to NUI Corporation, five years later. Today, Dick continues to oversee the company's operations and expansion as President & CEO, while also serving as an officer of the parent company, NUI.

Bill Mulcahy COO

After eighteen years experience in the development and management of "real-time" data and voice systems within the global financial community, at such firms as Citicorp, JJ Kenny & Reuters, Bill was involved, as a co-founder, in the start-up of a number of Internet companies based on advanced multimedia and transactional technology. Some of the clients these companies supported ranged from AT&T, Boeing and WorldCom to Goldman Sachs, Reuters and Polygram.

Upon the sale of his London based Internet company, Bill returned to the US and provided consulting services to the healthcare community prior to coming to NUI Telecom as a consultant in March of 2000. He was made the VP of technology and new ventures at NUI Telecom in January of this year and is responsible for the strategic planning and management of NUI Telecom's operations and partnership ventures that include becoming a facilities based carrier with expansion into international markets.

Tom McCrossen VP Marketing

Prior to joining NUI, Tom was a founder and principal of LDM Systems, a multi-faceted telecommunications firm that offered local and long distance voice and data products within the United States. Since LDM's acquisition by RSL Communications, Tom held the positions of Executive Vice President for Retail Markets and Vice President for Business development. Tom was responsible for key acquisitions within the US and integration of its global marketing strategy, with particular emphasis on RSL's operations in the Dominican Republic, Mexico and Canada.